

Message Text

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PAGE 01 JIDDA 04757 271217Z
ACTION NEA-11

INFO OCT-01 ISO-00 EB-08 TRSE-00 H-02 /022 W
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FM AMEMBASSY JIDDA
TO SECSTATE WASHDC 2503
USDOC WASHDC
INFO USLO RIYADH
AMCONSUL DHAHRAN

UNCLAS JIDDA 4757

DEPT PASS H

E. O. 11652: N/A
TAGS: BEXP, BTRA, SA
SUBJ: FOREIGN BUSINESS TRAVEL TO U.S.: MR. MAHROUSS BIN LADIN
AND MR. LAIQUE RAHMAN OF TARIQ BIN LADIN & BROS.CO. LTD.

REF: JIDDA 4624

1. SHEIKH MAHROUSS BIN LADIN, PRESIDENT, TARIQ BIN LADI
BROS. ORGANIZATION AND MR. LAIQUE RAHMAN, PARTNER WITH
TARIQ BIN LADIN & BROS. LTD. FOR TRADING, INDUSTRY & CONSTRUCTION
(TBL & BROS.) ARE PLANNING TRIP TO WASHINGTON,
D.C. FROM JULY 18 TO 31. PURPOSE OF TRAVEL IS TO SEEK
AGENCIES FROM U.S. FIRMS, AND JOINT VENTURE PARTNERS IN
CONSTRUCTION AND MERCHANDISING.

2. PRINCIPAL NEED IS PARTNER WITH ABILITY TO SET UP AND
MANAGE DEPARTMENT STORES/SHOPPING PLAZAS IN MAJOR CITIES
OF SAUDI ARABIA: JIDDA, RIYADH AND DHAHRAN. TBL & BROS
OWNS SITES IN EACH OF THESE CITIES SUITABLE FOR DEVELOPMENT
AND IS PREPARED TO ASSIST IN CONSTRUCTION, FINANCING AND HOUSING
OF PERSONNEL IF QUALIFIED JOINT-VENTURE PARTNER CAN BE FOUND
TO TAKE CHARGE OF MERCHANDISING MANAGEMENT FUNCTION. TBL IS ALSO
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INTERESTED IN AGENCY AGREEMENTS WITH U.S. FIRMS MANUFACTURING
COMPUTER EQUIPMENT AND CONSTRUCTION MATERIAL. TBL ALSO SEEKS
JOINT VENTURE WITH A MAJOR AMERICAN CONSTRUCTOR/DEVELOPER.

3. WASHINGTON CONTACT FOR TBL & BROS. IS MR. DAVID PORTER,
L. P. L., SUITE 717, 5454 WISCONSIN AVE., TEL: (301) 986- 1098.
L. P. L. IS IN JOINT VENTURE WITH TARIQ BIN LADIN & BROS. IN

CONSTRUCTION MANAGEMENT AND ARCHITECTURAL ENGINEERING.

4. FOR USDOC: RAHMAN HAS BEEN GIVEN NAMES OF MR. JACK HEARN IN CAGNE, AND MR. GEORGE KEENE IN DOMESTIC EXOPRT PROGRAMS DIVISION TO CONTACT UPON ARRIVAL.

5. FOR STATE: H MAY WISH PASS SUBSTANCE AND CONTACTS TO SEN. HOLLINGS IN ASSITION TO CONTENTS REFTEL.

6. SUMMARY WTD INFORMATION: TARIQ BIN LADIN IS A WELL RESPECTED SAUDI CONSTRUCTION AND TRADING FIRM FOUNDED IN 1967 BY SONS OF THE LATE SHEIKH MOHAMED AWAD BIN LADIN, A MAJOR SAUDI CONSTRUCTOR. COMPANY REPORTS CAPITAL OF 10 MILLION SAUDI RIYAL (\$ 2.9 MILLION), ANNUAL TURNOVER OF SR 107 MILLION (\$31 MILLION), AND STAFF OF 350. BANK REFERENCES ARE FAVORABLE. WTDR FOLLOWS.
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